



DEPARTMENT OF THE NAVY  
HEADQUARTERS UNITED STATES MARINE CORPS  
2 NAVY ANNEX  
WASHINGTON, DC 20380-1775

IN REPLY REFER TO:  
5320  
LR  
14 JUL 2000

From: Assistant Commandant of the Marine Corps

Subj: UNITED STATES MARINE CORPS BUSINESS PLAN

Encl: (1) United States Marine Corps Business Plan

1. When I signed the letter in April 1999 that implemented the Installation Reform Business Plan, the Marine Corps took a significant first step in ensuring that the business-oriented components of our shore support structure adopt the best practices of both the private sector and other government agencies. Since then, we have made significant progress by initiating competitive sourcing competitions and implementing Activity Based Costing and Management practices across all our installations. These efforts promise to yield both increased efficiency and effectiveness over the next several years.

2. The enclosed business plan builds upon these initial successes and contains a series of strategies and actions that will move us toward institutionalizing best business practices into the day-to-day support we provide across our installations. The Marine Corps is first and foremost a warfighting entity and will always remain so. Nevertheless, much of what we do on our installations is business-oriented. By adopting the best available business-oriented tools and practices, we can continue to improve the levels of support we provide the operating forces, our Marines, and their family members, within the constrained budgets we are facing.

3. In brief, we have made a significant start on what will prove to be a long-term effort. The Marine Corps will benefit from the attention we give the many improvement initiatives outlined in the enclosed business plan. The Commandant and I are confident that you will continue to exercise the leadership needed to build upon our successes to date and to meet the new challenges posed by the revised business plan.

  
TERRENCE R. DAKE

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